

Forthcoming interactive courses

Winter Term 22/23



International Business Development and Sales (English, 6 ECTS)



Course Profile

This course is offered in cooperation with EM Strasbourg. Max. 10 students of KIT and max. 10 students of EM Strasbourg will develop a sales presentation in tandems (teams of 2). This is based on the value proposition of a business model developed in the course.



Lecturer

Laurianne Schmitt
Anais Hamelin
Martin Klarmann
Orestis Terzidis



Maximum Size

10 participants
(in teams of 2)



Dates (attendance compulsory)

At KIT

11.01.2023 8 AM – 1 PM; Building 10.50, R 604
12.01.2023 8 AM – 7 PM; Building 10.50, R 604
13.01.2023 8 AM – 1 PM; Building 05.20, R 1C-01

At EM Strasbourg*

01.02.2023 1 PM – 6 PM; room tba
02.02.2023 8 AM – 7 PM; room tba
03.02.2023 8 AM – 1 PM; room tba

Application for 6 ECTS course

- **Application time: Monday, October 24, 09:00 am - Sunday, November 06, 11:55 pm.**
- Application procedure: Please use the Wiwi-Portal to apply („Interaktive Kurse der Forschungsgruppe Marketing & Vertrieb (WiSe 22/23) – International Business Development and Sales“, <https://portal.wiwi.kit.edu/ys/6602>)*:
 - Within our modules you can attend only one course. Please let us know under comments if you enroll in another module as well and intend to visit two courses.
 - Please upload your CV as well as your overview of grades (Bachelor & Master). Please further state how many ECTS you have already achieved in Marketing (excluding BWL PM).
 - **Announcement of positive answers: Thursday, November 10.**
 - **Please confirm your attendance until: Sunday, November 13, 11:55 pm.**
- In case of any questions please contact: alicia.gerlach@kit.edu

**or apply via
QR Code:*

